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to Know
In Time

Air Conditioning & REFRIGERATION



NEWS

BULLETIN EDITION
Mar. 8, 1943

Member Associated Business Papers,
Inc.; Audit Bureau of Circulations.

The Newspaper of the Industry
Issued Every Monday at Detroit, Mich.

Vol. 38, No. 10, Serial No. 729
Established 1926.

PD-1A APPLICATIONS SHOULD BE FILED WITH WPB DISTRICT OFFICES

WASHINGTON, D. C.—Another long step in the decentralization of WPB activities was accomplished recently when Chairman Donald M. Nelson announced a new WPB administrative order which directs that, after March 1, applications for priority assistance on Form PD-1A be filed with the nearest of the 131 WPB district offices, and authorizes the 12 Regional Offices, beginning March 15, to assign preference ratings on PD-1A certificates to deliveries of materials valued at \$100 or less.

Mr. Nelson said that the preliminary value limitation of \$100 would be progressively stepped up as the field offices assume greater responsibilities and he expected that within six weeks more than 80% of all PD-1A applications would be handled entirely by the Regional Offices.

Under the new procedure, which will simplify greater the problems of businessmen and others needing occasional priority assistance, WPB's field offices will be responsible for seeing that all PD-1A applications are properly filled out and will forward them to Washington, or to the Regional Offices if they fall within the value limitations set by the order.

Another administrative order, effective March 8, also announced today, empowers Regional Offices to authorize construction under Conservation Order L-41, and to assign preference ratings to deliveries of necessary scarce materials to building operations costing less than \$10,000, except industrial and certain other listed types of construction. Applications for authority to begin construction under this procedure are also to be filed with the nearest WPB district office.

In the early days of the priorities system, Form PD-1, later supplanted by PD-1A, was the principal instrument in the assignment of preference ratings to orders for scarce materials. Later, the Production Requirements Plan, now being superseded by the Controlled Materials Plan, provided the means for distribution of the great bulk of material required for military and essential civilian production, and receipt of the PD-1A forms has dropped from a one-time peak of more than 60,000 a week to only a little more than one-half of that number at the present time. The fact that CMP provides central control over the distribution of scarce materials to claimant agencies makes it possible to decentralize handling of PD-1A's.

Ratings assigned on PD-1A certificates are known as "single-shotters," since the priority assistance they provide is applicable only to the particular delivery for which help is requested. They do not establish the continuing assistance provided by PRP and CMP, and by orders in the "P" series covering specified industries.

Great Thaw Coming

PRESENT indications point toward a release of a substantial portion of the "frozen" stock of household refrigerators around the middle of April. Although no official statement of how, how many, and when has yet been made, hints have been heard.

The NEWS has been advocating release of half the "frozen" refrigerators (more than 400,000 still remain in the "glacier") or, at least 150,000—which is the number of new ice boxes being manufactured during the first quarter of this year.

Latest dope is that the latter figure approximates the number which will be released to distributors and dealers. Just what restrictions, if any, will be imposed on their retail sale have not yet been determined.

Army, Navy, Lend-Lease, and other government agencies will probably lay claim to some 230,000 refrigerators. Thus only 20,000 would be held back for "emergency" purposes—such as replacements for fire, flood, bombing attacks, and other civilian disasters.

This is more like it. All those who have participated in these new decisions are to be congratulated on their fair-minded reception of the facts which have been presented to them. Consumers need these refrigerators desperately, especially during the coming era of acute food scarcity. Distributors and dealers—those still in business—need them desperately, too. And they have been a millstone around the neck of the industry thus far.

The Great Thaw, when it comes, will be great news.

M-9-c Is Changed With Reference To Refrigeration

WASHINGTON, D.C.—Restrictions on the use of copper in air conditioning and refrigerating equipment are altered to conform more closely with the provisions of other WPB orders, in the Feb. 26 amendment to Copper Conservation Order M-9-c.

List A-2 and its exceptions of the Order now reads, with reference to air conditioning and refrigerating equipment, as follows:

"Air conditioning equipment and refrigeration equipment (I) except for repair parts containing not more than four pounds of copper products or copper base alloy products for use in "black out" plants; (II) except for essential food storage, food transportation, food processing, and industrial processing and then only when the copper products or copper base alloy products used are for capillary tubing, bulbs, screens, gaskets, small moving parts, bellows, bearings which use not over two pounds of copper each, tube connections and fittings

(Concluded on Page 2, Column 2)

Household Units Not Under L-63; Parts Still Are

WPB Outlines Procedure For Replenishing Stocks

WASHINGTON, D. C.—Control over the distribution of household mechanical refrigerators has been removed from Suppliers' Inventory Limitation Order L-63, but refrigeration supplies and parts—including those for household refrigerators—are still under the jurisdiction of L-63.

This point was made clear recently in advices to the refrigeration distribution field by the Wholesale & Retail Trade Division of WPB. Order L-5-d has been ruled to control the distribution of household mechanical refrigerators, and Order L-5-d is administered by the Consumers Durable

(Concluded on Page 2, Column 3)

This is the bulletin issue of the News. More details on the news stories plus special features in next week's full size issue.

Brass Mill Products Stocking Order Doesn't Affect Parts Supplies Directly

WASHINGTON, D. C.—Brass mill product distributors have been informed by the Copper Division, War Production Board, that they may place purchase orders with brass mills for a specified quantity of brass mill products to be delivered to them between March 1 and April 1. Following is the official statement:

"Orders placed by distributors with suppliers for specific amounts of brass mill products will be authorized by WPB for production and delivery between those dates.

"This action is taken to increase warehouse stocks to levels which will permit satisfactory operation under CMP.

"Copies of all purchase orders placed with brass mills in accordance with these instructions must be filed with the Brass Mill Branch, Copper Division, Room 1728, Temporary Building R, Washington, D. C.

"All such purchase orders are in addition to the quantities for stock replacements regularly applied for on form PD-123, and should be marked 'for delivery between March 1 and April 1, 1943.'

"To permit brass mills to schedule production of these additional quantities within the authorized period, distributors are urged to forward copies of purchase orders at the earliest possible date."

This announcement apparently will

have little effect upon the refrigeration parts and supplies that are made of copper and brass. What the order means is interpreted by one manufacturer of brass products for the refrigeration industry as follows:

Purpose of this move is an attempt on WPB's part to build stock in the hands of copper and brass distributors and jobbers to the 60-day level by April 1.

Copper tubing appears to be the only major item used in the refrigeration field which will be affected since the directive applies only to mill fabricated copper and brass items.

Under this setup copper and brass warehouses, distributors and jobbers, who have been sumbitting PD-123 reports showing monthly sales and shipments by uses and priorities for the preceding month to the copper branch of WPB will now issue an order to the mill supplying them, designed to build inventories to the 60 day level by April 1, sending a copy of this order to the copper branch. The mill under this directive will then issue Form PD-59D to the copper branch requesting authorization to produce the goods during the month to replace the distributors' stocks.

Under the PD-123 operation, the brass mill product distributors supplied a special report to the Copper Branch sometime ago, showing their inventory as of Nov. 30 and their sales of several preceding months, followed by the monthly PD-123 report since that time.

Under this plan, distributors sell equipment from stock and then order from the mill about once a month rather than as each item is sold from stock. The mill then issues the PD-59D requesting authorization from the copper branch to fill the order.

Few refrigeration jobbers operate under PD-123. Those who do have already received instructions from the Copper Branch as to what to order under this directive, based on PD-123 reports. Roughly, they have been told to order 60 days' supply in order to build their inventory to this level by April 1.

There is not much that refrigeration supply jobbers who have not been operating under PD-123 can do in this respect. In the case of a brass mill whose shipments are made to warehouses and then re-distributed to jobbers, warehouses are operated under PD-123 and are building up their stocks to take care of the jobbers, so that in the case of their outlets, there is little to worry about, since these warehouses have received their directives to increase their inventories.

M-9-c Order Changed On Refrigeration

(Concluded from Page 1, Column 2)  %-inch or less (outside diameter), and finned tubing used in water cooled refrigeration condensers; and (III) except for essential repairs of railroad passenger cars."

In another part of the amendment self-contained drinking water coolers are released from the restrictions of the M-9-c order since restrictions are imposed in Limitation Order L-154 governing water coolers.

Paul Krich Promoted To Air Force Captaincy

NEWARK, N. J.—Paul R. Krich, formerly executive vice president of Krich-Radisco, Inc., distributors, has been promoted to the rank of Captain in the U. S. Army Air Corps, his company has announced here. Capt. Krich is serving now as adjutant and personnel officer of command group, Army Air forces, Camp Kilmer, N. J.

Original purpose of the forms was to keep Washington officials informed of the loads being placed on individual mills, so that they might divert orders from those producers already operating at capacity to others with available facilities. A simpler procedure for obtaining this information from steel, aluminum and copper mills, which relieves the purchaser of controlled materials of paper work in this respect, is now being developed.

L-63 Doesn't Govern Household Units, But Does Control Parts

(Concluded from Page 1, Column 3) Goods Division of the WPB.

"We believe that the exclusion of domestic mechanical refrigerators from Order L-63 will help solve many of the problems that are confronted by distributors of this type of supplies," it was stated by officials of the WPB Wholesale & Retail Trade Division. The following letter is being forwarded to all distributors of refrigerators who entered an appeal under Order L-63:

"Gentlemen:

"Recently we wired your company announcing the exemption of domestic electric refrigerators, as defined in Order L-5-d, from Suppliers' Inventory Limitation Order L-63.

"Order L-5-d controls the distribution of these refrigerators and this Order is administered by the Consumers Durable Goods Division of the WPB. However, refrigeration supplies such as controls, valves, compressors, etc., are still under the jurisdiction of L-63 and may be applied for on Form PD-1X.

"A great many distributors have written to this Branch requesting permission to accept delivery of refrigerators shipped from factories and in many cases the shipment would violate the provisions of L-63. Inasmuch as refrigerators are now exempt from the Order, will not be necessary for distributors to write to this Branch for permission to accept these shipments. Some distributors have been under the impression that it is necessary to file a PD-1X Form for priority assistance, which is not correct.

"The proper procedure under Order L-5-d as amended, to secure the WPB's authorization for transfer of domestic mechanical refrigerators from the factory to an independent or affiliated distributor is as follows:

"The distributor should forward his request to the factory that is his source of supply and the factory in turn files a request in writing with the Refrigerator Section, Consumers Durable Goods Division."

With further reference to Order L-63 officials stated that any person affected by this Order, who considers that compliance therewith would work an exception and unreasonable hardship upon him, may apply for relief to the War Production Board by telegram or letter setting forth the pertinent facts that the reason that such persons consider that he is entitled to relief.

Officials state that they have analyzed questions asked by distributors and in so doing have found that the following is the question most generally asked:

"A distributor has a total inventory in excess of the maximum permitted by L-63, but is short, or out of stock, in certain lines. May he replenish his supplies of the short items?"

Answer is "Yes." Amendment No. 2 to L-63 permits him to accept deliveries of specific items in which he is short up to a dollar volume equal to his sales of the items during the preceding month.

Paper Work Reduced on CMP Purchase Orders

WASHINGTON, D.C.—Further extensive reduction in the amount of paper work to be called for under the Controlled Materials Plan has been made by a War Production Board decision to do away with the requirement that manufacturers file Form CMP-6 with all purchase orders for controlled materials. This action is made possible by simplification of allotment procedures effected in the recent amendment of CMP Regulation No. 1.

Original purpose of the forms was to keep Washington officials informed of the loads being placed on individual mills, so that they might divert orders from those producers already operating at capacity to others with available facilities. A simpler procedure for obtaining this information from steel, aluminum and copper mills, which relieves the purchaser of controlled materials of paper work in this respect, is now being developed.

It is estimated that the new procedure will eliminate approximately 12 million pieces of paper.

Canadian Conference March 14-15 Will Cover Wartime Service Problems

TORONTO, Canada—Problems of refrigeration service in Canada in wartime, which are much the same as those in the U. S., will be discussed by industry and government authorities at the Canadian Refrigeration Service Engineers Society conference to be held at the King Edward hotel here Sunday and Monday, March 14 and 15.

Plans have been made to have the Administration of Refrigeration, a member of tire and gasoline controls offices, and other officials of Canadian governmental agencies to address the conference on Sunday, according to Harry S. Parish, presi-

dent of the Interprovincial Chapter of the Refrigeration Service Engineers Society.

Several industry representatives from the U. S. will take part in Monday's sessions, and the "Information Please" part of the program will be enlarged this year to include not only the actual problems of wartime servicing, but also problems of priorities, rationing, and the like.

The meeting will follow much along the lines of last year's conference, with activity beginning with registration at 9 o'clock Monday morning, and closing with a banquet and dance on Monday night.

Detroit Group Meets March 11 on P-126

DETROIT—Meeting of Detroit refrigeration contractors and service men for the purpose of discussing Order P-126 on emergency repair service has been set for 8 p.m. March 11 at the Diamond Temple, 5646 Lawton Ave. here.

J. M. Oberc of J. M. Oberc, Inc., refrigeration parts and supplies wholesaler, who has called the meeting, has requested the Refrigeration and Air Conditioning Section of WPB to have a representative present at the meeting, and the Section is said to have promised to have someone on hand if at all possible.

However, the Washington officials made clear that any statements made by a WPB representative on such an occasion could not be considered an "official interpretation" of any WPB order.

For an interpretation to be "official," it was explained, it must be obtained in writing from the Office of the General Counsel.

It is the plan of Mr. Oberc to have an open discussion at the meeting of March 11 on the problems that have come out of the application of the revised Order P-126, and that to frame written questions on the more important points that arise and request official interpretations of such points.

Armstrong Cork Reports Earnings, Cost Data

LANCASTER, Pa., March 1—Domestic net earnings of the Armstrong Cork Co. for 1942 totaled \$2,964,384 after normal income and excess profits taxes of \$1,902,403, H. W. Prentis, Jr., Armstrong president, reports. This compares with domestic earnings of \$4,241,258 after taxes totaling \$3,526,375, in 1941.

Earnings per share of common stock was \$1.95 last year as against \$2.86 in 1941. Dividends disbursed to stockholders in 1942 aggregated \$2,116,643 while wages and salaries paid to employees in the United States amounted to \$26,767,820—an increase of 33% over 1941.

Both sales and employment reached new peaks during 1942. An expanding volume of munitions business raised domestic sales from \$78,619,683 in 1941 to \$82,704,879 last year—a gain of 5%. Increased production resulted in the employment of over 14,000 persons in the company's operations in the United States at the close of the year—3,000 more than on Dec. 31, 1941.

In his annual report to stockholders, Mr. Prentis stated that the company's actual billings of war products not previously manufactured totaled \$10,285,000 in 1942 as compared with \$580,000 in the previous year, and that in 1943 they will probably exceed \$30,000,000. He added that more than 50% of the company's total sales volume in 1942 was for military purposes and essential wartime needs.

Net profit of foreign companies in 1942 was \$327,635 as against \$378,581 in 1941, while sales rose from \$4,235,500 to \$4,314,293. All foreign companies operated at a profit for the year and the total investment abroad, including all foreign subsidiaries, was \$4,199,413 as of Dec. 31, 1942.

Mr. Prentis stated that aggregate manufacturing, selling and commercial expense for all of the company's domestic operations in 1942 was 17.5% greater than in 1941, while average selling prices of the company's regular products remained virtually unchanged.

Motor Makers Seek Better Scheduling Of Production

WASHINGTON, D. C.—Recommendations for scheduling electric motor production were discussed at the recent meeting of the electric Motor Industry Advisory Committee with WPB officials, it was announced March 1.

These plans will tie into the general scheduling activities of the Director General for War Production Scheduling and with General Scheduling Order M-293 just issued.

Much of the unevenness in production to date, the committee pointed out, may be charged to a lack of complete and coordinated information—a lack which the application of scheduling procedure should rectify. Various methods of acquiring necessary information and setting up the schedules were discussed, and the committee agreed that an experimental schedule should be made up to discover the most practical method of scheduling.

The committee also discussed the general trends of the motor and generator industry. Reviews of demands for types of equipment which affect the motor industry were presented by WPB officials covering the following industries:

Fans and Blowers;
Pumps and Compressors;
Machine Tools.

The report form PD-738, required by General Conservation Order L-221, was discussed with a view to its revision. The proposed revision would make the filing of reports simpler for the manufacturers involved, and at the same time give the WPB more workable data. As a result of this discussion, a decision was reached on a revised form which will be issued shortly.

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Rex Mfg. Lauded At 'E' Ceremony

CONNERSVILLE, Ind.—Officials and workers of the Rex Mfg. Co. here were lauded for "answering the call at their battle station" when the firm which in peacetimes manufactures refrigerator cabinets was awarded the Army-Navy "E" award for excellence in production last month.

At the ceremonies which were held before a crowd of several thousands of persons the award was presented by Col. Fred A. McMahon, chief, Cincinnati Ordnance District. Commander G. E. Bowman, U.S.N., inspector of naval materiel, presented the Army-Navy "E" pins to employees. Lt. Gov. Charles Dawson of Indiana was another speaker at the ceremonies.

Accepting the award for Rex were Edgar Myers, executive vice president; and Sam N. Regenstrief, vice president. Also on the speakers platform was Mrs. C. C. Hull, wife of the chairman of the board of the company, who was ill and could not be present.

"A nation that can show the progress we made in 1942, in field and factory, need have no doubts as to our ability to meet the programs the Army and Navy have set up for 1942," Col. McMahon said in presenting the flag. "But we, all of us, will have to display more energy; more patience with rationing and restrictions; more efficient production per man, per machine; better cooperation between management and labor, between government and business. We will have to cut out that terrible aid to our enemies—absenteeism! If we can accomplish all these, the jobs of beating the Japs and Nazis will be easier."

'Cost of Distribution' Sought by Dealers In Used Cleaners

NEW YORK CITY—A protest against the retail selling prices on used vacuum cleaners, as established by the Office of Price Administration in Regulation No. 294, has been filed by the National Association of Vacuum Cleaner Rebuilders and Dealers, Inc., an organization originated to amend this regulation.

The price schedule is claimed to make it impossible for these dealers to do any business because the prices in question fail to include the cost of distribution—a fact which officials of the OPA in Washington admitted at a preliminary conference that included officials of the OPA and a group of representing the NAVCRD, according to Joseph L. Simon, an attorney appointed executive secretary of the vacuum dealers' association.

"In checking this over with representatives of the OPA, we found that in arriving at the approximate 38% markup which the present regulation allows, they had included everything except the actual cost of distribution of these used cleaners. This amounts to about 15%, and we have, therefore, filed a brief with OPA seeking relief on this and three other major points in which we feel the price schedule is basically wrong," Mr. Simon stated.

The four major points as outlined by Mr. Simon are:

1. The price of "raw" cleaners (old, used cleaners before being reconditioned) as set forth in Regulation 294 is wrong in many instances, because such prices never prevailed in the industry at any time.

2. The OPA has not made adequate allowances for the true cost of rebuilding cleaners, especially the cost of tank cleaners.

3. In view of the two foregoing points, the basic wholesale prices on the complete list is, necessarily, entirely wrong.

4. The 38% markup figure fails to include the 15% cost of distribution factor. The markup figure must be at least 50%.

While brought into being as a result of the serious developments occasioned by Regulation 294, and which it hopes to correct, the activities of the National Association of Vacuum Cleaner Rebuilders and Dealers, Inc., will in no way be confined in its activities to this subject, Mr. Simon pointed out.

There is a great deal of other constructive work which this association, the first of its kind ever organized, can do, and which it is including in its future program. As an example of this, Mr. Simon paid, the association had already been able to obtain a ruling from the Treasury Department exempting rebuilt vacuum cleaners from the Federal Excise Tax Law.

The next meeting of the association's executive council has been set for Feb. 19 in Detroit. The first meeting was a mass meeting held on Jan. 21 at the Hotel Pennsylvania here, and was attended by approximately 75 dealers in this field from all parts of the country, including several firms from the West Coast.

Representative dealers in the used cleaner field pointed out that "It is simply impossible for us to continue in business at the prices established by the OPA. The OPA has said that there are about 200,000 used cleaners on the market and that they hope to save consumers one million dollars by this regulation. Possibly they will, but at the same time, if they carry out its provisions, they will destroy a 10-million dollar industry."

A.S.R.E.-A.S.H.V.E. To Meet Jointly In Detroit

DETROIT—Joint meeting of the Detroit Section of the American Society of Refrigerating Engineers and the Michigan chapter of the American Society of Heating and Ventilating Engineers will be held Monday night, March 8 at the Rackham Educational Memorial here.

It will be a dinner meeting and the principal speakers of the evening will be P. M. Jensen of Dow Chemical Co. and George C. Gress of the Monsanto Chemical Co. Mr. Jensen will address the meeting on the subject, "Saran Plastics," and Mr. Gress will talk on the subject of "Synthetics—Plastics, Frontiers." A motion color picture on plastics will also be shown.

Food Locker Concerns Urged To Assist In Speeding Fat Salvage

WASHINGTON, D.C.—Frozen food locker operators and members of the meat industry, from butcher to packer, have been asked by Paul C. Cabot, WPB Salvage Division Director, to help step up the collection of household waste kitchen fats by accepting them in any type of tin can. This is a distinct departure from previous requests in which the use of wide mouth cans such as coffee and vegetable shortening cans were advocated.

The request for acceptance of waste fats in all types of tin containers has been made necessary, Mr. Cabot said, by the acute shortage of coffee and vegetable shortening cans on the shelves of food stores.

"We must increase the present collection of household waste fats immediately, and your cooperation in accepting them in these various containers, either with or without tops, will expedite their accumulation," he said. "Inform your customers that their kitchen fats will be purchased by you in any container they have available."

He also revealed that a speed-up in the tempo of waste fat collection would be possible if housewives were encouraged to bring in small amounts of waste fats.

"In one community," Mr. Cabot noted, "housewives were requested to turn in any amount—whether large or small—which they had accumulated. The month after this request was made, collections increased 50%.

"Every effort should be made in every community to increase collections," Mr. Cabot concluded. "Housewives will be interested to know that after waste fats are taken from the tin cans, these tin cans are also salvaged for vital tin and steel scrap."

Price Ceilings Discussed For Used Electric Washers At Capital Meeting

WASHINGTON, D.C.—A proposed regulation to establish dollars and cents ceilings on used domestic washing machines was outlined and explained by OPA officials at two advisory meetings held here recently.

Industry groups interested in the used washer field, manufacturers of new machines, suppliers of parts for rebuilding used machines, producers now engaged in rebuilding washers, and independent rebuilders and dealers attended.

The suggested plan for pricing used washers as explained to the meetings by OPA is based on classifying used washing machines into 12 groups each characterized by specifications and functional features of the machines included in it. Prices are proposed for each group of machines on three bases: "as is," guaranteed for 90 days; or guaranteed for one year.

Suggested pricing method basically makes use of a percentage depreciation of the average selling prices of the machines in each group when new. For example, a certain wringer type model in the medium price group has proposed retail ceilings of \$19.50 on an "as is" basis; \$41.00 when guaranteed for 90 days; and \$58.50 when guaranteed for one year.

The recent meetings were said to have been held to secure up-to-date industry comment on the proposed regulation before final action was taken.

Steps Taken To Settle Atlanta Bankruptcy

ATLANTA, Ga.—An application to compromise with General Discount Corp. in order to settle their controversy involving Williams Refrigerator Corp., bankrupt, has been filed with the U. S. District Court here by F. M. Bird.

In his application, Mr. Bird proposes to adjust the dispute by his relinquishing all claim to installment contracts assigned by Williams Refrigerator, bankrupt, to General Discount Corp. together with all collections thereon, and by the Discount Corp., in turn, waiving the right to participate as an unsecured creditor.

Hearing will be held on the application March 12.

PD-1A Form Changed; Old Are Good To April

WASHINGTON, D.C.—War Production Board Form PD-1A, "Application for Preference Rating," has been revised on the basis of suggestions from industry representatives and the Industry Divisions of WPB, it was made known today. Copies of the revised form will be available in WPB field offices after March 1.

Major revisions are:

- (1) Change from a column-type form, with accompanying instruction sheet, to a block-type question and answer form designed to facilitate application and to reduce to a minimum special requests for additional information;
- (2) incorporation of the clearance form used in processing the application to speed handling, and
- (3) addition of some questions not previously asked, to eliminate need for supplemental forms.

In order to allow time for full distribution of the revised form, WPB will continue to process applications filed on the old form until April 1. After this date only the revised Form PD-1A will be accepted for processing.

Two colors have been used in printing the revised PD-1A yellow to be used in applying for ratings for items which are to be exported without further processing, and white for all others.

Beginning March 1, all PD-1A applications must be filed with the nearest WPB District Office, not in Washington.

After March 15, all applications for ratings on less than \$100 worth of material will be processed in the War Production Board Regional Offices. This preliminary value limitation will be progressively stepped up as the field offices assume greater responsibilities. It is expected that within six weeks more than 80% of all PD-1A applications will be handled entirely in the field.

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York Study Says 90% of 1,000 Machines Surveyed Could Be Converted To War Jobs

YORK, Pa.—A nationwide survey of 1,506 refrigeration and air conditioning compressor installations by York Ice Machinery Corp. in 1,000 civilian establishments reveals that more than 90% of this equipment is available for reuse by the armed forces and war industries, according to York Corp. officials.

The survey, compiled into a 50-page printed report was undertaken by the company to assist the federal government in the program to locate and convert non-essential in-use refrigeration machinery to war needs. All compressor installations listed are of the Freon type and have been installed since 1932. Fifty per cent of the equipment, the survey reports, is less than five years old and individual plant capacities range from 40 to 2,000 tons including both reciprocating and centrifugal compressors.

Small Plants Chief Hints 'Persuasion' Likely To Force Sub-Contracting

WASHINGTON, D.C.—Small plants should have at least \$25,000,000,000 to \$35,000,000,000 worth of war production work this year, Colonel Robert W. Johnson, new vice chairman of the War Production Board which has charge of spreading work to smaller plants, declared recently.

"This job must be done on the industrial front, not here in Washington," Colonel Johnson stated. "We are going to use persuasion where necessary to convince any holders of prime contracts who are reluctant to subcontract that they must do so. Also, if necessary, we will use the powers given us by Congress under the smaller war plants legislation to compel those who still resist to subcontract."

In order to get aid to small plants quickly, redistribution of contracts which had been already let would have to be the approach utilized by his agency along with the Army, Navy, Maritime Commission and big business itself.

"We can't think in terms of business to come," he continued, "because many contracts already awarded run well into 1944. The job is to spread the present work."

When a government reaches the point where it is placing orders for 65% of the productive capacity of the nation, Colonel Johnson continued, its procurement divisions become more than a simple purchasing department.

Responsibilities go well beyond mere order placing. The procurement office of a nation operating as we are, under a wartime economy, actually is writing the 'economic ticket' for the nation. Orders cannot be bunched with certain suppliers or groups of suppliers simply because it is easier to deal with big organizations. The welfare of small business must be taken into consideration.

Colonel Johnson said that the course of wisdom for large business

is the listings, arranged in catalog fashion, make it possible to locate instantly any one of the 1,506 compressors installed all over the nation. The in-use equipment has also been classified by compressor size and by location in the territory of the York branch that made the original installation. Capacity ratings for all compressors are listed together with a quick reference index listing the number of compressors of each size installed in various branch territories.

All 11 headquarters branches of the company including 28 sub-branches and 123 distributor outlets took part in the survey. At the same time, York announced that a national service organization has been set up in Washington, D. C., to cooperate with the government in speeding up the work of transferring equipment when the program get under way.

under present conditions was to support its smaller competition. He conceded that this viewpoint had been difficult to put over because of the natural tendency any business man to get and hold as much business for his company as possible.

The business men could be convinced, Colonel Johnson was confident, of the necessity of keeping smaller plants in a healthy condition through a greater sharing of war work. Once big business men on one hand and war procurement officers on the other are convinced of the practicability of aiding small business through greater distribution of contracts, he said, the success of the project would be assured.

Colonel Johnson said he foresaw few difficulties in the New York City area. He reported, for example, that plans were now going forward to subcontract the building of components for wooden "jeep" bodies in woodworking plants in the metropolitan area.

"Our major difficulty in New York City lies in the woodworking and the metal shops," Colonel Johnson said. "We think we have 'licked' the problem of the woodworking plants but are still trying to find some branch of the war production effort into which we can bring the metal-working establishments."

Discussing the smaller War Plants Corp. set up by Congress and given a \$150,000,000 appropriation to be used in helping finance small plants taking war orders, Colonel Johnson said that it will make loans outside of the types which banks normally cover.

Representatives of the Smaller War Plants Division in the 12 regional and 132 district offices of the W.P.B. he said, will have authority to grant loans up to \$25,000 without reference to Washington, to help small plants set themselves up for war work.

Frozen Foods Men May Open Drive To Reveal 'Joker' In Point Rationing Setup

NEW YORK CITY—Although the government table on food coupon values gives lower point values per serving to frozen over canned foods, due to greater availability, surveys indicate that the average housewife thought the official tables made the coupon cost of frozen foods prohibitive in comparison with canned products.

This example of consumer confusion was cited last week by Edwin T. Gibson, president of the National Association of Frozen Foods Packers, to indicate the immediate necessity for an intensive educational program to help consumers use the ration tables to produce maximum servings and nutritional value at the family dinner table.

"The reason for the lower point values for quick-frozen foods at the present time is due to the fact that in proportion to the normal consumption of quick-frozen and canned foods, more quick-frozen foods are available than canned foods and ration values are based on availability," Mr. Gibson pointed out.

"Surveys indicate that consumers were almost unanimous in missing the significance of these low point

WPB Names Consultants To Plumbing Division

WASHINGTON, D. C.—Four consultants have been added to the staff of the WPB Plumbing and Heating Division to handle various problems.

L. N. Hunter, vice president, National Radiator Co., Johnstown, Pa., is consultant on cast iron boilers and radiators.

Gerald E. Otis, vice president, Herman Nelson Corp., Moline, Ill., has been appointed consultant on extended surface heating equipment which includes unit heaters, unit ventilators and similar products.

Leslie R. Taylor, vice president of International Heater Co., Utica, N.Y., is now consultant on warm air furnaces.

David Gulick, vice president, director and sales manager of Eljer Co., Ford City, Pa., is consultant on plumbing fixtures and equipment.

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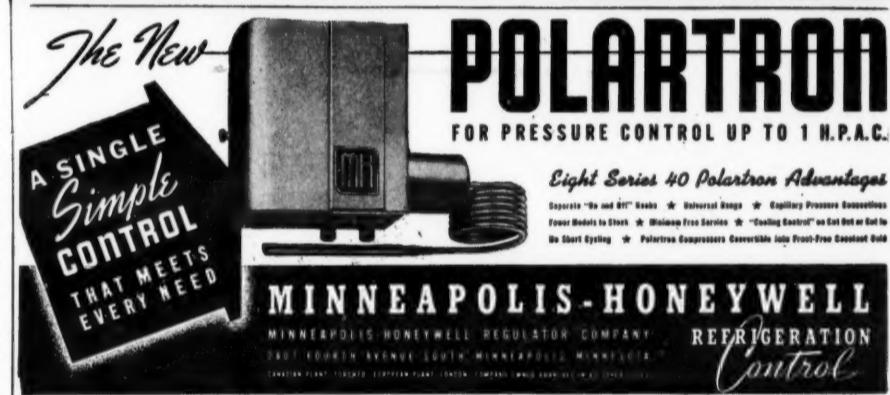
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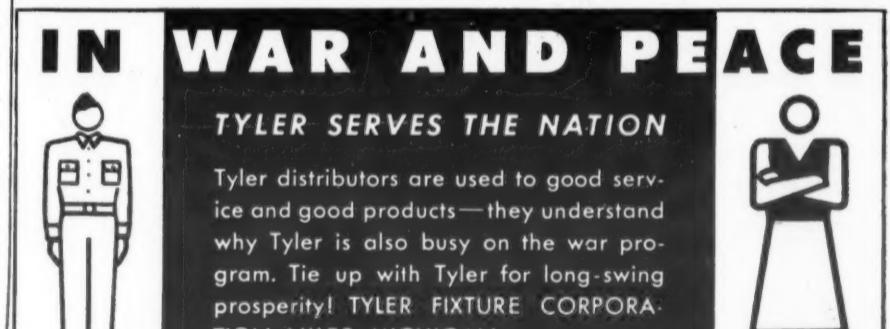
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